

#### **UNITED STATES** RITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

OMB APPROVAL

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ANNUAL AUDITED REPORT **FORM X-17A-5** PART III

RECEIVED

**FACING PAGE** 

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

| REPORT FOR THE PERIOD BEGINNING  | January 1, 200                                   | AND ENDING             | December 31, 2001                      |  |
|--|--|------------------------|--|--|
| · · · · · · · · · · · · · · · · · · ·  | MM/DD/YY   |                        | MM/DD/YY                               |  |
| Α.   | REGISTRANT ID                                    | ENTIFICATION           |  |  |
| NAME OF BROKER-DEALER: Westport Fi   | nancial Services, LL                             | C                      | OFFICIAL USE ONLY                      |  |
| ADDDECC OF DDINOIDAL DLACE OF DUC  | INFOO (D   | 3                      | FIRM ID. NO.                           |  |
| ADDRESS OF PRINCIPAL PLACE OF BUS<br>39 Old Ridgebury Road, Suite 5                | INESS: (Do not use )                             | P.O. Box No.)          |  |  |
| Danbury  | (No. and Street) CT                              | - 1 Million            | 06810-5108                             |  |
| (City)   | (State)  |                        | (Zip Code)                             |  |
| Paul DeFronzo  |  |                        | 17-557-7505<br>a Code – Telephone No.) |  |
| B. A   | CCOUNTANT IE                                     | ENTIFICATION           |  |  |
| INDEPENDENT PUBLIC ACCOUNTANT wh   | nose opinion is conta                            | ined in this Report*   |  |  |
| 600 Peachtree Street, Suite 2800   | Name - of individual, state last, fir<br>Atlanta | st, middle name)<br>GA | 30308                                  |  |
|  |  |                        |  |  |
| (Address)  | (City)   | (State)                | Pročešse                               |  |
| CHECK ONE:   |  |                        | 1 MAR 2 1 2002                         |  |
| x Certified Public Accountant  |  |                        | ) MAIN 2 , FOOF                        |  |
| □ Public Accountant     □ Public Accountant     □ Accountant not resident in Unite | d States or any of its                           | possessions.           | THOMSON FINANCIAL                      |  |

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

#### **OATH OR AFFIRMATION**

|                | est of my knowledge and                         | neller flie acc  | companying ilnancia             | a statements and Su     | pporting schedules per     | taining to the   |
|----------------|---|------------------|---------------------------------|-------------------------|----------------------------|------------------|
| firm of        |   |                  |                                 |                         |                            |                  |
|                | tport Financial Services,                       |                  |                                 |                         |                            | , as of          |
| Decen          | nber 31,  | 2001             | , are true and co               | rrect. I further swear  | r (or affirm) that neither | the company      |
| nor any p      | partner, proprietor, princip                    | al officer or di | irector has any prop            | rietary interest in any | / account classified sole  | y as that of a   |
| custome        | r, except as follows:                           |                  |                                 |                         |                            |                  |
|                |   |                  |                                 |                         |                            |                  |
|                |   |                  |                                 |                         |                            | · <del></del>    |
|                |   |                  |                                 |                         |                            |                  |
|                |   |                  |                                 |                         |                            | _                |
|                |   |                  |                                 | ****                    |                            | _                |
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|                |   |                  |                                 |                         |                            | _                |
|                |   |                  |                                 |                         |                            |                  |
|                |   |                  |                                 |                         | Signature                  |                  |
|                |   |                  |                                 | Financial ar            | nd Operations Principa     | al               |
|                |   |                  |                                 |                         | Title                      |                  |
|                | collen you                                      | W                |                                 |                         |                            |                  |
|                | Notary Public<br>Colleen Lon                    | 7                | -                               | •                       |                            |                  |
|                | NOTARY PUBL                                     | g                |                                 |                         |                            |                  |
|                | My commission expires Sept                      | 24.2004          |                                 |                         |                            |                  |
|                | ort** contains (check all ap                    | plicable boxe    | es):                            |                         |                            |                  |
| x (a)          | Facing page.                                    |                  |                                 |                         |                            |                  |
| x (b)          | Statement of Financial C                        |                  |                                 |                         |                            |                  |
| x (c)<br>x (d) | Statement of Income (Lo Statement of Cash Flows | •                |                                 |                         |                            |                  |
| x (e)          | Statement of Changes in                         |                  | s' Equity or Partners           | ' or Sole Proprietor's  | Capital.                   |                  |
| □ (f)          | Statement of Changes in                         |                  |                                 |                         |                            |                  |
| x (g)          | Computation of Net Capi                         | tal for Brokers  | s and Dealers Pursi             | ant to Rule 15c3-1.     |                            |                  |
| □ (h)          | Computation for Determi                         |                  |                                 |                         |                            |                  |
| □ (I)          | Information Relating to the                     |                  |                                 |                         |                            |                  |
| × (j)          | A Reconciliation, includir                      |                  | •                               | ·                       | •                          | 3-1 and the      |
| <b>-</b> 41    | Computation for Determi                         |                  |                                 |                         |                            |                  |
| □ (k)          | A Reconciliation between solidation.            | i the audited a  | and unaudited State             | ements of Financial C   | Condition with respect to  | methods of con-  |
| x (l)          | An Oath or Affirmation.                         |                  |                                 |                         |                            |                  |
| (n)            | A copy of the SIPC Supp                         | lemental Rep     | oort.                           |                         |                            |                  |
| □ (n)          | A report describing any r                       |                  |                                 | ist or found to have    | existed since the date of  | the previous aud |
| x (o)          | Independent Auditor's Re                        | eport on Interr  | nal Accounting Con              | trol.                   |                            |                  |
|                | Schedule of Segregation                         | Requirement      | ts and Funds in Sec             | regation - Customer     | rs' Regulated Commodit     | v Futures accour |
| □ (p)          | pursuant to 171-5                               |                  | · · · · · · · · · · · · · · · · | - 3                     |                            | ,                |

\*\*For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

AUDITED FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION Westport Financial Services, LLC Year ended December 31, 2001 with Reports of Independent Auditors



# Audited Financial Statements and Supplementary Information

Year ended December 31, 2001

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■ Phone: (404) 874-8300 www.ey.com

### Report of Independent Auditors

Board of Directors Westport Financial Services, LLC

We have audited the accompanying statement of financial condition of Westport Financial Services, LLC as of December 31, 2001, and the related statements of income, changes in member's equity and cash flows for the year then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Westport Financial Services, LLC at December 31, 2001, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I, II, and III is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Example 4 Young LLP

Example 6 Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Atlanta, Georgia January 15, 2002

## Statement of Financial Condition

## December 31, 2001

| Assets                                       |             |
|--|-------------|
| Current assets:  Cash                        | \$1,431,170 |
| Commissions receivable                       | 61,474      |
| Advance commissions, net                     | 127,254     |
| Due from member                              | 386,072     |
| Prepaid expenses                             | 468         |
| Other assets                                 | 5,546       |
| Total assets                                 | \$2,011,984 |
| Liabilities and member's equity              |             |
| Current liabilities:                         |             |
| Commissions payable                          | \$ 550,342  |
| Accounts payable                             | 452,467     |
| Total liabilities                            | 1,002,809   |
| Member's equity:                             |             |
| Share interests, 6,000 interests authorized; |             |
| 100 interests issued and outstanding         | 1,009,175   |
| Total liabilities and member's equity        | \$2,011,984 |

See accompanying notes.

## Statement of Income

### Year ended December 31, 2001

| Revenues Commission income Interest income   | \$36,896,290<br>31,567<br>36,927,857   |
|--|--|
| Expenses Commission expense Management fee expense (Note 3) NASD fees Other expenses | 29,823,668<br>900,000<br>43,395<br>234 |
| Net income   | 30,767,297<br>\$ 6,160,560             |

See accompanying notes

## Statement of Changes in Member's Equity

Year ended December 31, 2001

| \$ 548,615   |
|--------------|
| 6,160,560    |
| (5,700,000)  |
| \$ 1,009,175 |
|              |

See accompanying notes

## Statement of Cash Flows

Year ended December 31, 2001

| Operating activities                            |              |
|---|--------------|
| Net income                                      | \$ 6,160,560 |
| Adjustments to reconcile net income to net cash |              |
| provided by operating activities:               |              |
| Commissions receivable                          | (60,302)     |
| Advance commissions                             | 84,461       |
| Due from member                                 | (210,688)    |
| Prepaid expenses                                | 12,109       |
| Other assets                                    | (1,272)      |
| Commissions payable                             | 344,220      |
| Accounts payable                                | 446,166      |
| Net cash provided by operating activities       | 6,775,254    |
| Financing activities                            |              |
| Dividend to member                              | (5,700,000)  |
| Net cash used in financing activities           | (5,700,000)  |
| Increase in cash                                | 1,075,254    |
| Cash at beginning of year                       | 355,916      |
| Cash at end of year                             | \$ 1,431,170 |

See accompanying notes.

#### Notes to Financial Statements

December 31, 2001

#### 1. Organization and Significant Accounting Policies

#### Organization and Operations

Westport Financial Services, LLC ("the Company") is a wholly-owned subsidiary of Westport Worldwide, LLC ("Worldwide" or "member"). Worldwide is a wholly-owned subsidiary of Hobbs Group, LLC. The Company is a limited liability company formed under the Delaware Limited Liability Company Act. The Company is a broker-dealer registered with the Securities and Exchange Commission (the "SEC") pursuant to Section 15 of the Securities Exchange Act of 1934, is a member of the National Association of Securities Dealers ("NASD") and is licensed, either on its own or through its member, to provide for the sale of variable annuities, individual variable life, corporate owned life insurance, variable bank owned life insurance, and mutual funds.

#### Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

#### Commission Income and Commission Expense

The Company receives commission income from insurance carriers based on the sale of variable annuities, individual variable life, corporate owned life insurance, variable bank owned life insurance, and mutual funds by its representatives. As premiums are billed and collected directly by the insurance carrier, the Company recognizes commission income when received from the insurance carrier. The Company's representatives which include employees of Worldwide and independent contractors are paid a commission ranging from 50% - 95% of all commission income. Accordingly, the Company records commission expense when commission income is recognized.

### Notes to Financial Statements (continued)

#### 1. Organization and Significant Accounting Policies (continued)

#### **Income Taxes**

Federal or state income taxes are not payable by the Company. As a limited liability company income taxes are the liability of the member, and any net income or net loss is included in the member's tax returns.

#### Cash and Cash Equivalents

The Company considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents.

#### **Advance Commission**

The Company has entered into various contractual agreements with representatives who are employees of Worldwide and independent contractors. Certain representatives, through their contractual arrangements with the Company, receive commissions in advance of producing sales for the Company. To minimize the risk of non-collection, the Company entered into a formal agreement with an insurance carrier (the "Carrier") whereby the Carrier agrees to reimburse the advance commissions made to these representatives. To the extent commissions earned by the representative do not exceed the advance commission amounts, the Carrier will not seek reimbursement from the Company. At December 31, 2001, advance commissions from Worldwide employees and independent contractors were \$896,869 and \$110,913, respectively. Amounts reimbursed by the Carrier under this agreement totaled \$880,528 at December 31, 2001 leaving a net amount at risk of \$127,254. Earned commissions owed to the Carrier pursuant to this agreement are recorded in accounts payable. Such amounts totaled \$82,418 at December 31, 2001.

In addition, \$175,000 of advance commissions are guaranteed by an officer of Worldwide to the extent amounts are payable to the Carrier.

### Notes to Financial Statements (continued)

#### 2. Net Capital Requirements

Pursuant to the net capital provisions of Rule 15c3-1 of the Securities Exchange Act of 1934, the Company is required to maintain a minimum amount of net capital as defined under such provisions. Net capital and the related net capital ratio may fluctuate on a daily basis. At December 31, 2001, the Company had net capital of \$428,361 and net capital requirements of \$66,853. The Company's net capital ratio was 2.34 to 1. The net capital rules may effectively restrict distributions to the member.

#### 3. Related Party Transactions

Effective January 1, 2000, the Company entered into a management agreement with Worldwide which requires Worldwide to pay certain overhead expenses of the Company. These overhead expenses include, but are not limited to facilities, office equipment, office supplies, insurance, professional fees, staffing, salaries, etc. The management fee of \$75,000 per month is payable monthly in advance, beginning on the effective date of the agreement. In the event payment of the management fee would result in the net capital of the Company falling below 120% of the minimum net capital requirement, Worldwide agrees to waive the related management fee payment for any particular month in which this event occurs. The Company is not obligated to repay any waived management fee. Management fees totaled \$900,000 in 2001.

At December 31, 2001, due from member totaled \$386,072 representing commissions collected by Worldwide on behalf of the Company and certain expenses paid by the Company for the benefit of Worldwide.

Supplementary Information

## Schedule I – Computation of Net Capital and Aggregate Indebtedness Under Rule 15c3-1

### December 31, 2001

| Aggregate indebtedness                         |         |           |
|--|---------|-----------|
| Commissions payable                            |         | 550,342   |
| Accounts payable                               |         | 452,467   |
| Aggregate indebtedness                         |         | 1,002,809 |
| Net capital                                    |         |           |
| Members equity                                 |         | 1,009,175 |
| Less:  |         |           |
| Commissions receivable                         | 61,474  |           |
| Advance commissions                            | 127,254 |           |
| Due from member                                | 386,072 |           |
| Prepaid expenses                               | 468     |           |
| Other assets                                   | 5,546   | 580,814   |
| Net capital                                    |         | 428,361   |
| Capital requirements                           |         |           |
| Minimum net capital requirement                |         | 66,853    |
| Net capital in excess of requirements          |         | 361,508   |
| Net capital as above                           |         | 428,361   |
| Ratio of aggregate indebtedness to net capital |         | 2.34 to 1 |

## Schedule II – Statement Relating to Certain Determinations Required Under Rule 17a-5(d)(4)

December 31, 2001

A reconciliation of net capital pursuant to Rule 17a-5(d)(4) is not required for the Company since the net capital reported on the audited and unaudited Form X-17A-5 is the same.

# Schedule III – Statement Relating to Certain Determinations Required Under Rule 15c3-3

December 31, 2001

The Company is exempt under Rule 15c3-3, paragraph (k)(1), of the Securities Exchange Act of 1934, as "a limited business."

■ Ernst & Young LLP Suite 2800 600 Peachtree Street Atlanta, Georgia 30308-2215

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### Report of Independent Auditors on Internal Control

Board of Directors Westport Financial Services, LLC

In planning and performing our audit of the financial statements and supplemental schedules of Westport Financial Services, LLC (the Company), for the year ended December 31, 2001, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons
- 2. Recordation of differences required by rule 17a-13
- 3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the

Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2001, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Atlanta, Georgia January 15, 2002

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Einst & Young LLP Ernst & Young LLP